



Overall Tips

- Arrive early. Be there when recruiters are fresh and attentive. Arrive before the majority of other students get there.
- Take time to target organizations that interest you. But, also keep an open mind and consider companies you are not familiar with – there are great opportunities everywhere. If a table is less crowded, you will have the opportunity to converse longer with the representative.
- Be patient and anticipate crowds and lines. Try visiting the tables with fewer crowds first.
- Scan employers' handouts. Instead of just getting in line, approach the table from the side to quietly pick up materials to review. Step back far enough to be able to listen to and observe recruiters speaking to other students. Determine if your two-minute elevator speech needs to be adjusted.
- Take initiative and introduce yourself with a smile and handshake.
- Give your resume to the representative. Launch into your two-minute elevator speech. Ask questions from the list you prepared.
- Ask about the application procedure.
- Get a business card or a contact name from every person you meet. Write interesting facts, notes or additional contact names on the back of the card. Use this information to follow up after the fair.
- Many company tables have “freebies”, such as pens, candy, and toys. Be courteous and cautious when taking these items. If you take any candy or gum, save it for after the fair.
- Don't play with the stress balls or other toys during the fair. Avoid taking every free item you see. It is noticeable by recruiters and staff when a student seems to be attending the fair just for free items.
- If you are an international student don't say that you need a job to stay in the US. Address the employer professionally and connect your skills to the needs of the company.